

Item 1j — Include real estate property taxes you paid on the acres and buildings you owned and used in this farm business. Also include property taxes on equipment and livestock. Exclude property taxes on land or buildings rented to someone else, property taxes paid on other property not associated with the farm business, income, social security and excise taxes.

Item 1k — Rent and lease expenses for land, buildings, machinery, etc. including grazing fees. Include value of share crops taken by the landlord.

Item 1m — Include the cost of repairs and upkeep of farm machinery, vehicles, buildings, fences and other equipment used in the farm business. Exclude the cost for repairs for machinery and equipment used only for custom work. Exclude the cost of repairs for vehicles not used in the farm business. Exclude expenditures for the construction of new buildings or additions to existing buildings.

Section 7 — Organic Production Practices

Mark the **Yes** or **No** box for each pest management and other organic agricultural practices used on this operation in 2008.

Section 8 — Marketing Practices for Organic Products

This section will explore the marketing trends for organic food products through the collection of information related to organic marketing practices. Report the percent of total organic sales that were marketed through each marketing practice for Question 1.

Item (1a—1e) — Consumer Direct Sales is the process of marketing directly to consumers, e.g., farm stands, U-pick or Pick-Your-Own, etc.

Item (1f—1j) — Direct-to-retail marketing is an agreement between the producer and the retailer without the use of a broker.

Item (1k—1q) — Wholesale markets generally mean that the producer is selling directly to brokers, store chain buyers, processors, distributors, or other organization rather than directly to the customers.

Item 2 — “First point of sales” is the sale between the producer and the buyer. Report the percent of total organic sales that were marketed within each mileage range.

Item 3 — For the purposes of this questionnaire, value-added activities occur after production. Growing organic crops or raising organic livestock is NOT value-added. Below are the definitions for processed products and value-added products.

Processed products are those that have been altered by heat, pressure, or freezing temperatures. Include as processed products; canned or preserved vegetables, jam, jelly, wine, juice, cider, cheese, and cured meats. Include only those products where the initial agricultural commodity was produced on this operation. For example, if wine or cheese were produced from grapes or milk purchased from other operations, do not include the value of these commodities in this questionnaire. Do not report the sales of animals bought and then processed within 30 days.

Value-added is any activity or service occurring after agricultural production, transportation, or storage that added value. Include as value added, activities which change the physical form of the product such as slicing of vegetables, butchering and packing of livestock or poultry, milling and grinding grains, flowers cut and sold as arrangements, or bundled corn stalks. Exclude normal processes which must occur prior to storage, such as the drying of grain, removing foreign material, or cooling milk and processes which are typical for the marketing of the commodity such as measuring, labeling, weighing, bagging, or sorting of crops, livestock, or livestock products. Exclude product bought for resale without additional growing, such as plugs and started plants. Exclude non-agricultural items such as planters, baskets, and clothing items.

Item 3a – Specify which product(s) was produced or processed as a value added product and report the gross value of sales for that product.

Item 3b - Report the percentage of total organic sales that were derived from the processed or value-added products.

Item 4f – A production contract is an agreement between a producer and contractor (integrator) setting terms, conditions, and fees to be paid by the contractor to this operation for the production of crops, livestock, or poultry.

Item 4f(i) – Report the percent of total organic production that was produced under a production contract arrangement.

Section 9 — Other Information

This section will capture a variety of information concerning organic farming. The following are some of the more important data to be gathered: Federal program participation, obstacles facing organic farming, age of organic farming, future organic plans, as well as the economic impact of the organic operation on the household.

Items 1 and 2 — If necessary please refer to the Terms and Definitions. The acres reported in each box must not be greater than the acreage reported in Section 1, item 2.

Item 6 — Mark only one box. If box 6 (other) is marked then please specify, in the box provided, the primary challenge you face as an organic farmer.

Item 7 — Report the total number of years growing or raising organic and non-organic agriculture products.

Item 8 — Applies only if answer to item 1a of Section 1 is **yes**.

Item 9 and 10 - Mark only one box.

Section 10 — Conclusion

Please print the name of the person completing this form, the date completed, and telephone number in the boxes provided.

Form Number: 08-A62(I)



INSTRUCTION SHEET 2008 ORGANIC PRODUCTION SURVEY (OPS)



Terms and Definitions:

- **Organic** — any commodities produced according to the National Organic Program standards.
- **Exempt** — follows the rules of a certified organic producer but exempt from paying for the certification due to having annual organic sales of less than \$5,000.
- **Transitional** — in the process of becoming a certified organic producer but have not yet met the time requirement.
- **Certifying Agency** — the agency or organization that, for an annual fee, certifies one’s organic practices are being performed in accordance with the USDA rules.
- **Community Supported Agriculture (CSA)** is a type of organization intended to create a relationship between farmers and consumers wherein risks and bounties are shared. CSA customers buy shares for a season by paying a fee in advance. In return, they receive a regular (in most cases weekly) selection of food.
- **Environmental Quality Incentive Program (EOIP)** — voluntary conservation program that offers financial and technical assistance to implement conservation practices on eligible agricultural land, including organic production and is administered by NRCS (Natural Resources Conservation Service).
- **National Organic Certification Cost-Share Program** — program provides cost-share assistance to organic crop and livestock producers who have been certified by a USDA accredited certifying agent. USDA has determined that payments will be limited to 75 percent of an individual producer’s certification costs up to a maximum of \$500.
- **Net Household Income** — the measure of all the money you bring home during a year (from farm and off-farm sources) including, salary, investment earnings, child support, and alimony payments minus all deductions. The result will be your net household income.
- **National Organic Program (NOP)**, developed the national organic standards and established the organic certification program.
- **Processed Products** - those products that have been altered by heat, pressure, or freezing temperatures.
- **Value Added** — is any activity or service occurring after agricultural production, transportation, or storage that added value

Completing the 2008 OPS Questionnaire

Make all entries clear and easy to read. Use a **blue** or **black** ball point pen.

General

Refer to the instructions below for completing your questionnaire. The enclosed census follow-on questionnaire was mailed to all respondents who reported positively to the organic agriculture section of the recent 2007 Census of Agriculture. Because it is meant for use in all parts of the country, this questionnaire may contain items and inquiries which do not apply to your operation. In this case, mark the “No” or “None” box and go on to the next item or section.

Report all the organic crops, livestock and poultry produced on this operation. Farmers should include commodities delivered under a marketing contract or a production contract. Marketing cooperatives or contractors should report only the commodities which they actually produced, and not the commodities delivered to them.

Partial Year Operation

If you stopped farming at any time during 2008, complete the questionnaire for the portion of 2008 that you did farm. Write “Stopped farming in 2008” and the date you stopped farming below the address area. Mail the completed questionnaire in the return envelope.

Involved In More Than One Operation - If you made decisions for more than one operation, you should have received a questionnaire for each operation. Provide information for each operation on a separate form. To obtain additional report forms, please call the toll-free help line at 1-888-424-7828.

If You Receive More Than One Questionnaire for the Same Operation — Return any duplicate questionnaires in the same envelope with the completed questionnaire(s). In the address area of the questionnaire(s) you complete, write the 11-digit ID number from the label of the extra questionnaire(s).

Partnership Operations

Complete only ONE questionnaire for a partnership operation and include all partners’ shares on the same questionnaire. If two or more questionnaires were received for the partnership, see instruction on “If You Receive More Than One Questionnaire for the Same Operation” above.

How to Enter Your Responses on the Questionnaire

Please enter your answers in the proper spaces and in the units requested, i.e., number of acres, dollars, percent, etc. Mark all applicable Yes/No boxes with an “X”.

Form Number: 08-A62(I)

Section 1 — Operation Information

In this section we will determine whether or not this operation was involved in organic agriculture production in 2008. This section will also determine this operation’s certification status and the distribution of the acreage.

Item 1 — The organic commodity(s) must be produced or grown by this operation in order to answer **Yes**. Those operations in the process of becoming organic (transitional) should also answer **Yes**. Operations that only handle or distribute organic products are excluded and should answer **No**.

Item 1a — Certification status of the operation is identified in one of three ways:

- *Yes, for *certified* (follow NOP standards and pay yearly certification fees to a certifying agency accredited by the USDA).
- *No, for *exempt* from certification (follow NOP standards but pay no certification fees due to annual organic sales of less than \$5,000).
- *No, for *not certified* (including those in transition to organic agriculture).

Item 2 — This question is designed to gather this operation’s **total acres** operated in 2008. Include land owned and rented from others (including land rented free of charge). Exclude land rented to others.

Items 2e - Include *non-certified* cropland as well as conventional cropland.
Items 2f - Include *non-certified* pastureland and/or rangeland as well as conventional pastureland and/or rangeland.

Please enter acres to nearest whole number. Mark the None Box for items that do not apply to your operation.

Section 2 — Organic Vegetables, Fruits, Tree Nuts, and Berries

Acres harvested — Report the acres harvested in 2008. Exclude acres harvested only for home use. If multiple crops were harvested from the same acres, report the acres harvested for each crop. Report certified acres of orchards, vineyards, and berry stands maintained for current or future production in Section 1, item 2a.
Vegetables — For crops planted more than once during the year, report the total acres harvested during 2008. For example, if 1 acre was planted to lettuce, harvested, and the same acre was planted and harvested again, report 2 acres of lettuce under acres harvested.

Fruits and tree nuts — If fruit and nut trees and vines were interplanted with other crops, report only the total acres for the orchard in section 2, and the total acres of each interplanted crop in their appropriate item(s).

Total quantity harvested — If your unit of measure is different than the unit requested on the questionnaire, convert your figure for the quantity harvested to the unit requested. Estimate if the exact figures are not known.

Value of sales — Report the gross value of sales received for each organic commodity harvested. Exclude sales of non-organic commodities. Report sales of value-added products, such as fruit baskets, and processed products, such as wine, jams, etc., in Section 8.

Section 3 — Organic Field Crops

Acres planted — Report the organic acres planted to winter wheat, durum wheat, and spring wheat that was harvested in 2008. Do not report acres planted for any other crops in table 2.

Acres harvested — Report the organic acres harvested in 2008. Report acres harvested to the nearest whole acre. Exclude acres harvested only for home use. To report a field crop harvested in 2008 that is not pre-listed in the table in item 2, use the information provided in the list below the table; field crop name, unit of measure for quantity harvested, and crop code. Report any organic field crop harvested in 2008 but not listed in this section or anywhere on the questionnaire in this section. Print the crop name in the first column and crop code “397” in the second column. Report the acres harvested, total quantity harvested (in pounds), and gross value of sales.

Report:
Corn for silage or greenchop with code “331”
Sorghum for silage and greenchop with code “371”
All dry hay from alfalfa, wild or native grasses, and small grains with crop code “337.”
All haylage, other silage, forage, or greenchop from alfalfa, wild or native grasses, small grains, soybeans, and peanuts with crop code “340”

Report all hay and forage production in tons. Any certified or exempt organic pasture or conservation land that had organic hay cut from it should be included with cropland in Section 1, item 2a. Include crops and forage harvested from third year transitional acreage for dairy animals and include these acres in “Transitioning organic cropland” in Section 1, item 2c. Any non-certified organic pasture or conservation land that had organic hay cut from it must be included with cropland in Section 1, item 2e.

Quantity harvested — If your unit of measure is different than the unit requested on the questionnaire, convert your figure for the quantity harvested to the unit requested.
Value of sales — Report the gross value of sales for each organically produced crop. If crops were produced under a production contract report the estimated market value as the value of sales and not only the payment you received from the contractor.
Double cropping — If two or more different crops were harvested from the same land (double cropping), report the total acres and production of each harvested crop.

Section 4 — Organic Floriculture Crops, Nursery Crops, Mushrooms, Food Crops grown under protection, Christmas trees, and Maple Syrup

Definitions of crop types —

Floriculture and bedding crops — annuals, herbaceous perennials, vegetable plants for sale, cut flowers and cut florist greens, indoor foliage plants, potted flowering plants, other floriculture and bedding plants (i.e., cacti and succulents).

Nursery crops, including aquatic plants — ornamentals, shrubs, shade trees, live Christmas trees (potted, balled, and burlapped, etc.), fruit and nut trees grown for sale, vines, palms, ornamental grasses, aquatic plants.
Propagative materials sold — dry bulbs, corms, rhizomes, and tubers; cuttings, seedlings, liners, and plugs; flower and vegetable seeds; tobacco plants sold for transplant to farm fields (exclude transplants to be planted on the same operation); vegetable transplants to farm fields; sod harvested (report acres in open only). Food crops grown under protection — greenhouse and hydroponic tomatoes, fruits, berries, vegetables, and fresh cut herbs.

Area harvested — Report the area of organic horticulture crop types grown and harvested. If the same crop was grown and harvested for sale in the same area more than once (i.e., mushrooms), report the area for that item only once.
Value of sales — Report the gross value of sales received for each organic commodity grown or organically produced item. Cut flowers and florist greens, cut Christmas trees, and maple syrup are **not** value-added products and sales of these items should be reported here. Exclude sales of non-organic commodities. Report sales of value-added products, such as floral arrangements, plants repotted into artistic pots, and trees sold as pre-trained espaliers and cordons in Section 8.

Cut Christmas trees — Report as acres in production both acres harvested in 2008 and acres to be harvested in future years. Include only those trees cut in 2008. Report live Christmas trees sold in “Nursery products, including aquatic plants.”
Maple syrup — If sap was sold, estimate the number of gallons of syrup it would have produced. **Report sales of maple syrup in Section 4.**

Section 5 — Organic Livestock, Poultry and Livestock Products

Organic livestock and poultry must be fed organic feed or be on organic pasture.

Peak Inventory - the largest inventory number on your operation during 2008.

Total Quantity Sold - the quantity of that commodity sold by your operation or delivered under a production contract. Do not report the sale of livestock which were bought and then resold within 30 days. Such sales are considered dealer transactions.

Gross Value of Sales - Report the gross value of sales for each organically produced item. If an item was produced under a production contract, report the estimated market value as the value of sales and not the payment received from the contractor. Livestock and poultry value of sales should be at the production level. If the commodity was processed or had value added with marketing or retail services the gross value of sales should be reported in Section 8. For example, all gross value of sales of meat should be reported in Section 8.

All Other Organic Livestock - Include any organic livestock not listed separately, such as farm raised bison, deer, rabbits, and fish. Exclude wild animals and fish not farm raised. Farm raised game birds should be reported in “All Other Organic Poultry”.
Poultry - In “Chickens: Layers” include all the chickens which laid eggs, even if they have been slaughtered or will be slaughtered. “Chickens: Broilers” are the chickens raised only for meat production which did not produce marketable eggs. Pullets should be entered in “All Other Organic Poultry”.

All Other Organic Poultry - Include any organic poultry not listed separately, such as farm raised ducks, geese, poults, quail, etc.

All Other Organic Livestock Products - Include semen, embryos, manure which was sold, feathers, etc.

Section 6 — Production Expenses

Contract Growers or Custom Feeders — For all expenses, include expenses paid by contractor. For any expenses not known, please estimate.

Item 1 — In the first column report all the expenses paid in 2008 for conventional and organic production. In the next column report the portion of the expenses in column 1 that were for organic production. Report the portion for organic expense as a whole percent.
Item 1a — Fees paid to a USDA accredited organization for the Organic Certification.
Item 1c — Report agriculture chemicals, beneficial insects, and other organic materials for pest control. Include surfactants and oils and other products used to increase a chemical’s effectiveness.
Item 1f — For the farm business, report gross salaries and wages, commissions, dismissal pay, vacation pay, and bonuses paid to hired workers, family members, hired managers, administrative and clerical employees, and salaried corporate offices. Include cost for benefits such as employer’s social security contributions, unemployment compensation, workman’s compensation insurance, employer paid life and medical insurance expense, pension plans, etc.

Report the labor cost of workers furnished on a contract basis by labor contractor, crew leader, or cooperative for harvesting vegetables or fruit, shearing sheep, or similar farm activities. Exclude costs for building or repair work done by a construction contractor.

Item 1h — Report the purchase cost of all grains, silage, hay, commercially mixed and premixed feeds, ingredients, concentrates, etc. fed to livestock or poultry on this operation. Include feed provided by contractors if livestock is produced on a contract basis. Do not report the value of feed raised and fed on this operation.
Item 1i — Report all interest expenses paid for the farm business. Include interest paid on CCC loans. Exclude interest associated with activities not related to production of crops or livestock on this operation, such as land or buildings rented to others, packing sheds, or feed mills that provided services to others. Exclude interests on owner/operator dwellings where the amount is separated from the interest on the land buildings on this operation.